

Message Text

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43

ACTION AF-08

INFO OCT-01 ISO-00 EB-07 SSO-00 /016 W

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O 311850Z AUG 76

FM AMEMBASSY DAKAR

TO SECSTATE WASHDC NIACT IMMEDIATE 6379

USDOC WASHDC NIACT IMMEDIATE

UNCLAS DAKAR 5563

STATE FOR AF/W FOR KILLIAN; EB/CSB - BILLER

COMMERCE FOR OIM/AF/BIC - CARL HAHN

E.O. 11652: N/A

TAGS: BEXP, SG

SUBJECT: DAKAR TRADE FAIR

REF: DAKAR 5396

1. AS OF AUGUST 31 EMBASSY HAS RECEIVED SEVEN ACCEPTANCES OF AMBASSADOR AGGREY'S INVITATION TO PARTICIPATE IN DAKAR INTERNATIONAL FAIR. IN ADDITION TO FOUR COMPANIES REPLYING AFFIRMATIVELY EARLIER (SEE REFTEL) I.E. AMANA, ESCO, NL INDUSTRIES AND SINGER, WE NOW HAVE AFFIRMATIVE REPLIES FROM EURO-INDUSTRIES (MORTON NASH), LAYNE BOWLER (M.T. GATES), AND TII ENGINEERING SERVICES (ALFRED ROACH).

2. IN ADDITION TO ABOVE, EMBASSY HAS SENT FOLLOW-UP MATERIAL TO 23 FIRMS WHICH HAVE EXPRESSED INTEREST AND ARE THEREFORE CONSIDERED POSSIBLE PARTICIPANTS. IN ADDITION TO LIST CONTAINED PARA 3 REFTEL, NAMES, ADDRESSES AND REPRESENTATIVES THESE COMPANIES FOLLOW:
SEARS ROEBUCK, CHICAGO, CARL BLANKENSHIP;
SEAGRAMS, JAKE SCOTT;
H D SHELDON, NEW YORK, MR. H.D. SHELDON;
FULTON MANUFACTURING, MILWAUKEE, BOB CHERNOW;
RAYMOND INTERNATIONAL, HOUSTON, MONROVIA REP;
RANY ENGINEERING, HOUSTON, J.L. KENNEALLY;
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N-REN, OHIO;

GM OVERSEAS DISTRIBUTION, UK OFFICE, ERIK NORDIN;
NATIONAL MILLING COMPANY (MONROVIA OFFICE);
GTE NIGERIA OFFICE;
CHAMPION SPARK PLUGS, TOLEDO OHIO, ED BAYNE.

3. IN REPLY TO 1,022 INVITATIONS SENT BY EMBASSY, WE
THEREFORE HAVE RECEIVED 52 NEGATIVES, 7 AFFIRMATIVES, AND
23 POSSIBLES. EMBASSY CONSIDERS RESPONSE SO FAR VERY
ENCOURAGING AND POSITIVE REPLIES CONTINUE TO ARRIVE. IN
FACT, WE ARE IN MUCH STRONGER POSITION NOW THAN WE WERE AT
THIS STAGE IN PLANNING FOR PREVIOUS FAIR. WITH SOME HELP
FROM DEPT/COMMERCE IN FOLLOWING UP ON BOTH POSITIVES AND
POSSIBLES, EMBASSY IS VERY OPTIMISTIC ABOUT SUCCESSFUL
US EXHIBIT.

4. WOULD APPRECIATE REPLY TO REFTTEL.
DAVIS

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